



Client Enrichment Series

Welcome to today's presentation on:

Update on the Automated Advanced Acquisition Program (AAAP)

The presentation will start at 2pm Eastern

Note: Phones are automatically muted during the presentation. You have the ability to send questions to your fellow attendees and our presentation team via your Chat pane. Our team will answer as many of the questions as possible throughout and at the end of the presentation. All questions will be captured and answers sent to all participants prior to the next presentation.

Past and Present Session

- August – Evolving RWA Policies
- TODAY – Update on the Automated Advanced Acquisition Program (AAAP)

www.gsa.gov/ces

ClientEnrichmentSeries@gsa.gov



Client Enrichment Series

Automated Advanced Acquisition Program (AAAP)

AAAP Contacts:

Gina DiTommaso

Acting Director, Center for AAAP

PJ Brennan

Team Lead, Center for AAAP

Robert Zick

Program Specialist, Center for AAAP



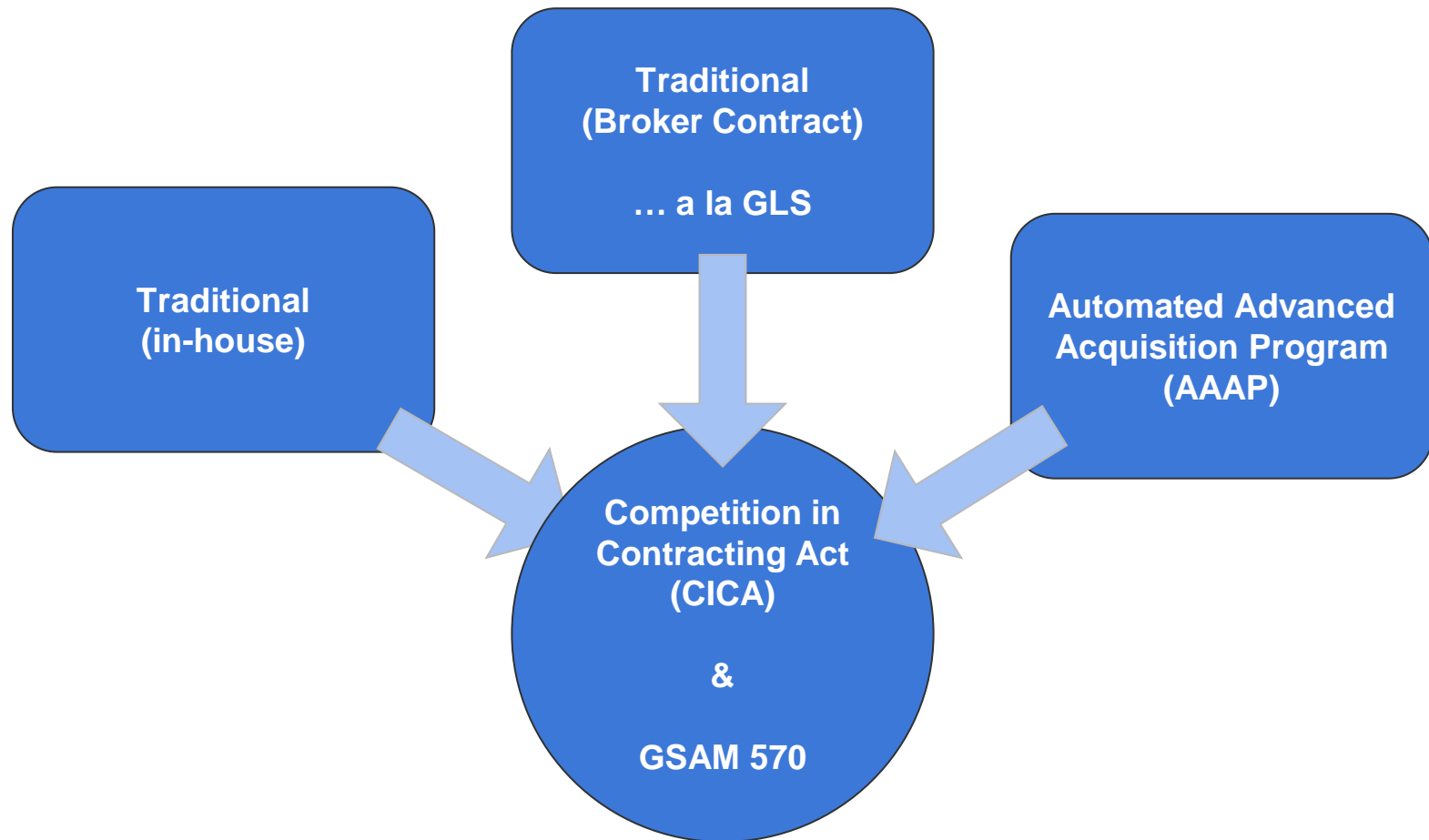


GSA's Mission

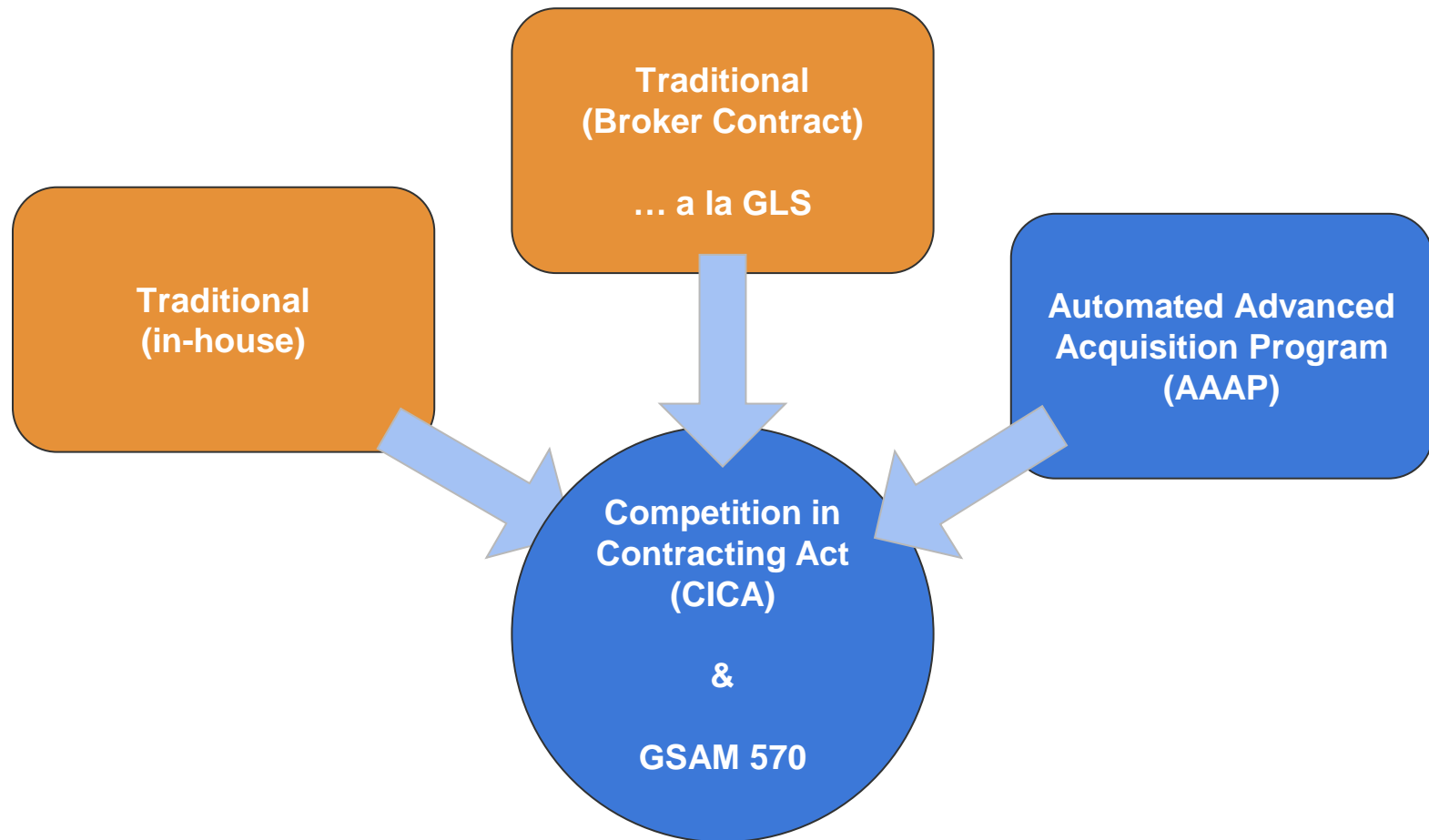


To assist federal agencies in accomplishing their missions by providing lease acquisition services that deliver space timely, at best value, and with superior workplace solutions.

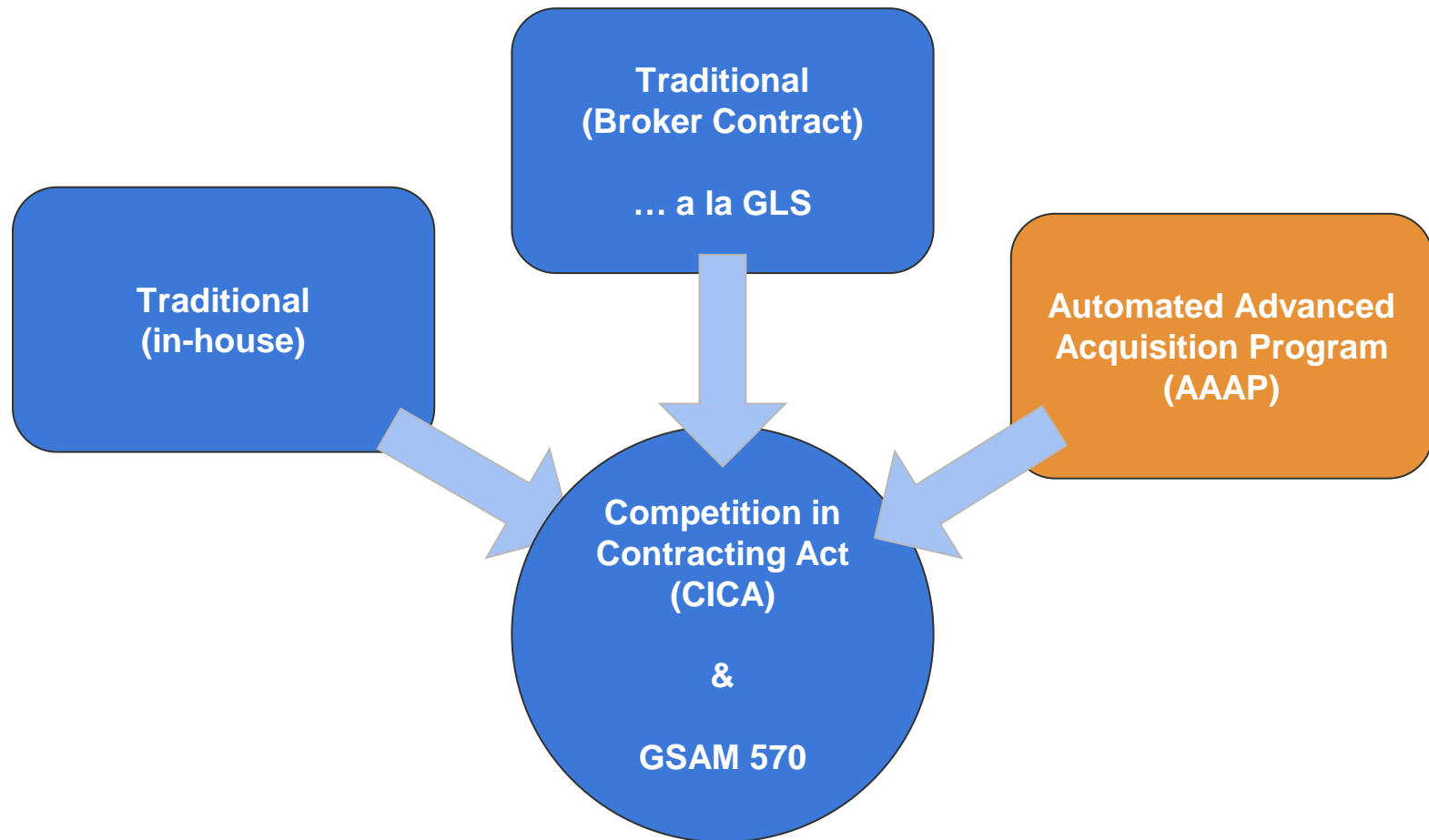
GSA Leasing Procurement Tools



GSA Leasing Procurement Tools – Traditional Methods



GSA Leasing Procurement Tool – Triple A-P

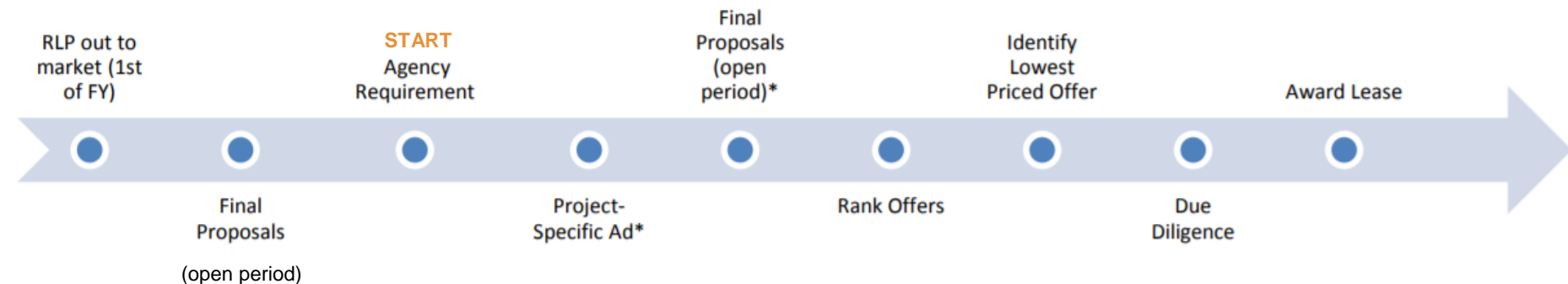


Traditional Process vs. AAAP Process

Traditional Process



AAAP Process





What is the AAAP?

AAAP

Automated Advanced Acquisition Program

Logos of Federal Agencies Using Triple A - P

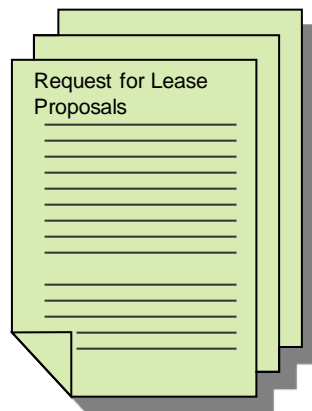


Fly Over- High Level Overview



AAAP

Automated Advanced Acquisition Program



GSA Issues
AAP RLP



Market Awareness
through General Ad



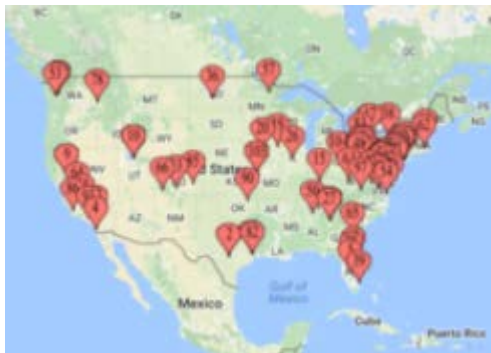
AAAP.GSA.GOV



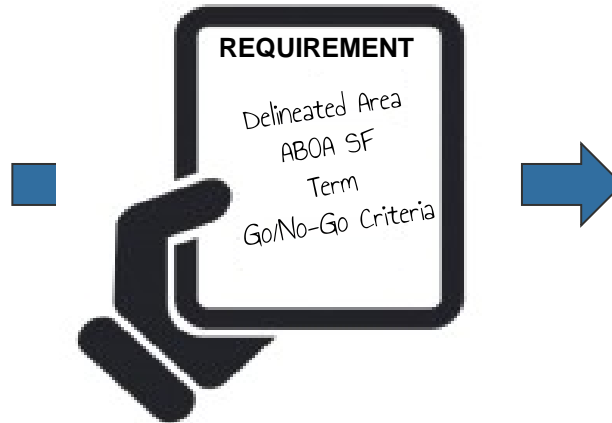
Market Logs On to
Submit an Offer



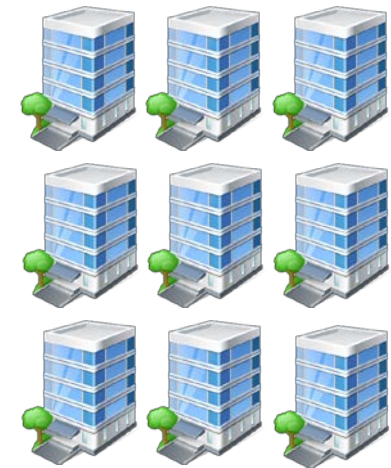
How GSA Gathers Market Offers and Customer Requirements to Generate a Pool of Offers



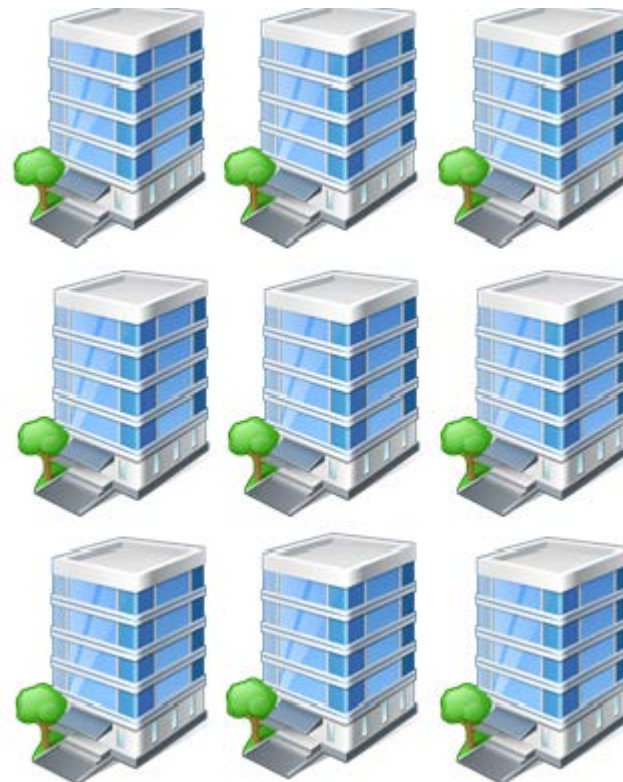
Market Populated
AAP Database



Client Agency
Submits Requirement



AAP Generates a
Pool of Offers



GSA Calculates final proposals using Present Value



Building Name	Present Value
Building A	\$23.15
Building B	\$50.12
Building C	\$16.75
Building D	\$22.37
Building E	\$32.54
Building F	\$27.45
Building G	\$51.22
Building H	\$32.51
Building I	\$22.39



Building Name	Present Value
Building C	\$16.75
Building D	\$22.37
Building I	\$22.39
Building A	\$23.15
Building F	\$27.45
Building H	\$32.51
Building E	\$32.54
Building B	\$50.12
Building G	\$51.22



Begin Due Diligence w. lowest price offer:

Can the lowest price offer meet GSA's minimum requirements?

Can the lowest price offer meet the client agency's go/no-go criteria?

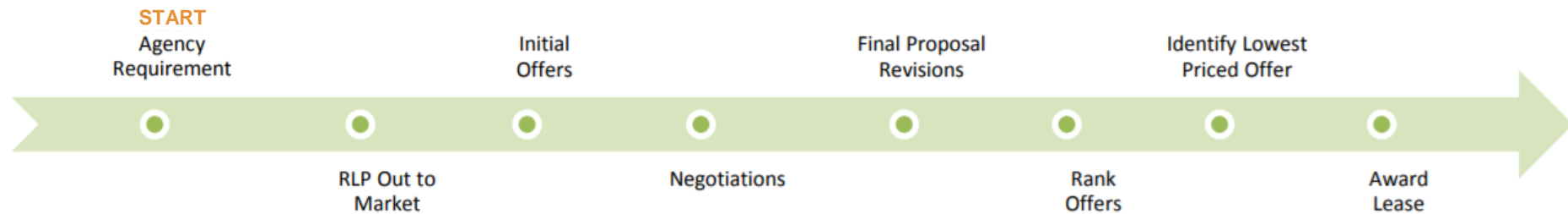
If yes - schedule a building tour with client agency.



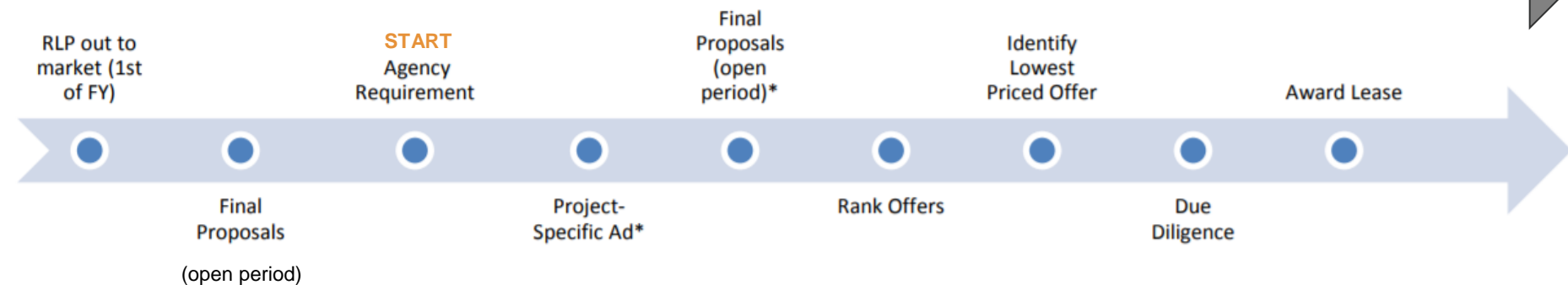
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Building B	\$50.12
Building G	\$51.22

Traditional Process vs. AAAP Process Map

Traditional Process



AAAP Process





Where do I fit in?

- Planning
- Requirements Development
- Building Tour
- Post Award Activities
- Occupancy



Planning - When To Use AAAP

Client Agency	Lease Action	Exp. Date	ABOA SF	Space Type	Procurement method
Agency A	New Replacing	01/08/2019	55,553	Office	AAAP
Agency A	New	NA	2,300	Office	AAAP
Agency A	New	NA	4,973	Lab	Traditional
Agency A	New Replacing	03/25/2020	99,550	Warehouse	Traditional
Agency A	New Replacing	09/17/2020	152,456	Office	AAAP
Agency A	New	NA	700	Office	AAAP
Agency A	New Replacing	02/24/2019	449	Office	Traditional



Planning - When To Use AAAP - Office

- Office Space



Planning - When To Use AAAP – More than 500 ABOA SF

- Office Space
- ≥ 500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)



Planning - When To Use AAAP – Full and Open

- Office Space
- ≥ 500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)
- New and Continuing Need thru Full & Open Competition



Planning - When To Use AAAP - Terms

- Office Space
- \geq 500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)
- New and Continuing Need thru Full & Open Competition
- Term
 - 15 year w/termination rights after year 10
 - 10 firm
 - 10 year w/termination rights after year 5



Planning - When To Use AAAP – Tier 5 or Lower

- Office Space
- ≥ 500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)
- New and Continuing Need thru Full & Open Competition
- Term
 - 15 year w/termination rights after year 10
 - 10 firm
 - 10 year w/termination rights after year 5
- Tenant Improvement Allowance (TIA) Customization Tier 5 or lower



Planning - When To Use AAAP – Lowest Price/Technically Acceptable

- Office Space
- ≥ 500 American National Standards Institute/Building Owners and Managers Association Office Area Square Feet (ABOA SF)
- New and Continuing Need thru Full & Open Competition
- Term
 - 15 year w/termination rights after year 10
 - 10 firm
 - 10 year w/termination rights after year 5
- Tenant Improvement Allowance (TIA) Customization Tier 5 or lower
- Lowest Price/Technically Acceptable




Lowest price,
technically acceptable?



Building Name	Present Value
Building C	\$16.75
Building D	\$22.37
Building I	\$22.39
Building A	\$23.15
Building F	\$27.45
Building H	\$32.51
Building E	\$32.54
Building B	\$50.12
Building G	\$51.22

Requirements Development



EXECUTIVE BRANCH
CLIENT PROJECT AGREEMENT
VERSION JANUARY 2017

Purpose: The Client Project Agreement (CPA) serves as the final agreement from the customer to secure strategic level requirements no later than 90 months prior to expiring occupancy (6 months prior to the CLP submission), allowing our customers and the taxpayers the opportunity to reduce space and rent for the government's overall budget. Planning earlier will also help mitigate the risk of costly lease extensions and provides adequate time for the government to strategically negotiate and secure mission-driven space actions for the mutual benefit of the customer and the taxpayer.

Part 1: Basic Project Information

Project Name

Project Description

Agency Name

Agency POC Name

POC Email/Phone

Building Name

Agency Bureau Code

OA Number(s)

Lease Number

Expiration Date

Current Location Occupancy Start Date

Total # Years at Current Location

of Extensions

1 renewal option executed

Part 1a: Space Planning Information

Current Occupancy Parameters

Current Building Type

Number of Current Occupants

Current "All-in" U/R

Current Rentable Square Feet (RSF)

Current Useable Square Feet (USF)

Current Parking Spaces

Termination Rights

Occupancy Location and Proximity to Public Transportation [\(Include SLU\)](#)

Proposed Occupancy Considerations for Refinement During PBS/Customer Engagement

Proposed Building Type

Number of Proposed Occupants

Proposed "All-in" U/R

Requested Rentable Square Feet (RSF)

Requested Useable Square Feet (USF)

Requested Parking Spaces

Proposed Occupancy Location and Proximity to Public Transportation

Unique Space / Program Considerations (i.e., renewals built into the lease, etc)

Unique Operational Considerations

Agency U/R Methodology - OR: Reduction of Space Standards

Initial Space Recommendation

Explain the PBS/Customer strategy on the proposed/new space occupancy parameters. If parameters are not changing or are brand new, please notate that as well.

GSA will pursue a full and open competitive leasing action.

Supplemental Information & Documents (attach as applicable)

Most Current Billing OA(s)

RDA Compliance Memo

Cost/Options Analysis Report

FSH Risk Use Permit

Requirements Development – GSA requirements

- Does the building meet GSA's minimum requirements?

EXECUTIVE BRANCH
CLIENT PROJECT AGREEMENT
VERSION JANUARY 2017

Public Buildings Service

Purpose: The Client Project Agreement (CPA) serves as the final agreement from the customer to secure strategic level requirements no later than 30 months prior to expiring occupancy (6 months prior to the CIP submission), allowing our customers and the taxpayers the opportunity to reduce space and rent for the government's overall budget. Planning earlier will also help mitigate the risk of costly lease extensions and provides adequate time for the government to strategically negotiate and secure mission-driven space actions for the mutual benefit of the customer and the taxpayer.

Part 1: Basic Project Information

Project Name: _____
Project Description: _____
Agency Name: _____
Agency POC Name: _____
POC Email/Phone: _____
Building Name: _____
Agency Bureau Code: _____
OA Number(s): _____
Lease Number: _____
Expiration Date: _____
Current Location Occupancy Start Date: _____ Total # Years at Current Location: _____ # of Extensions: _____ renewal option executed: _____

Part 1a: Space Planning Information

Current Occupancy Parameters

Current Building Type: _____
Number of Current Occupants: _____
Current "All-In" U/R: _____
Current Rentable Square Feet (RSF): _____
Current Useable Square Feet (USF): _____
Current Parking Spaces: _____
Termination Rights: _____
Occupancy Location and Proximity to Public Transportation: [\(Include SLU\)](#)

Proposed Occupancy Considerations for Refinement During PBS/Customer Engagement

Proposed Building Type: _____
Number of Proposed Occupants: _____
Proposed "All-In" U/R: _____
Requested Rentable Square Feet (RSF): _____
Requested Useable Square Feet (USF): _____
Requested Parking Spaces: _____
Proposed Occupancy Location and Proximity to Public Transportation: _____

Unique Space / Program Considerations (i.e., renewals built into the lease, etc)

Unique Operational Considerations

Agency UIR Methodology - OR: Reduction of Space Standards

Initial Space Recommendation

Explain the PBS/Customer strategy on the proposed/new space occupancy parameters. If parameters are not changing or are brand new, please note that as well.
GSA will pursue a full and open competitive leasing action.

Supplemental Information & Documents (attach as applicable)

Most Current Billing OA(s): _____ Cost/Options Analysis Report: _____
RDA Compliance Memo: _____ FSH Risk Use Permit: _____

Requirements Development – Customer Go/No Go Criteria

- Does the building meet GSA's minimum requirements?
- Does the building meet your go/no-go criteria?

GSA Public Buildings Service

EXECUTIVE BRANCH
CLIENT PROJECT AGREEMENT
VERSION JANUARY 2017

Purpose: The Client Project Agreement (CPA) serves as the final agreement from the customer to secure strategic level requirements no later than 30 months prior to expiring occupancy (6 months prior to the CLP submission), allowing our customers and the taxpayers the opportunity to reduce space and rent for the government's overall budget. Planning earlier will also help mitigate the risk of costly lease extensions and provides adequate time for the government to strategically negotiate and secure mission-driven space actions for the mutual benefit of the customer and the taxpayer.

Part 1: Basic Project Information

Project Name: _____
Project Description: _____
Agency Name: _____ Agency Bureau Code: _____
Agency POC Name: _____ OA Number(s): _____
POC Email/Phone: _____ Lease Number: _____
Building Name: _____ Expiration Date: _____
Current Location Occupancy Start Date: _____ Total # Years at Current Location: _____ # of Extensions: _____ renewal option executed: _____

Part 1a: Space Planning Information

Current Occupancy Parameters	Proposed Occupancy Considerations for Refinement During PBS/Customer Engagement
Current Building Type: _____	Proposed Building Type: _____
Number of Current Occupants: _____	Number of Proposed Occupants: _____
Current "All-In" U/R: _____	Proposed "All-In" U/R: _____
Current Rentable Square Feet (RSF): _____	Requested Rentable Square Feet (RSF): _____
Current Useable Square Feet (USF): _____	Requested Useable Square Feet (USF): _____
Current Parking Spaces: _____	Requested Parking Spaces: _____
Termination Rights: _____	Proposed Occupancy Location and Proximity to Public Transportation: _____
Occupancy Location and Proximity to Public Transportation: (Include SU)	

Unique Space / Program Considerations (i.e., renewals built into the lease, etc):

Unique Operational Considerations:

Agency UIR Methodology - OR: Reduction of Space Standards:

Initial Space Recommendation
Explain the PBS/Customer strategy on the proposed/new space occupancy parameters. If parameters are not changing or are brand new, please note that as well.
GSA will pursue a full and open competitive leasing action.

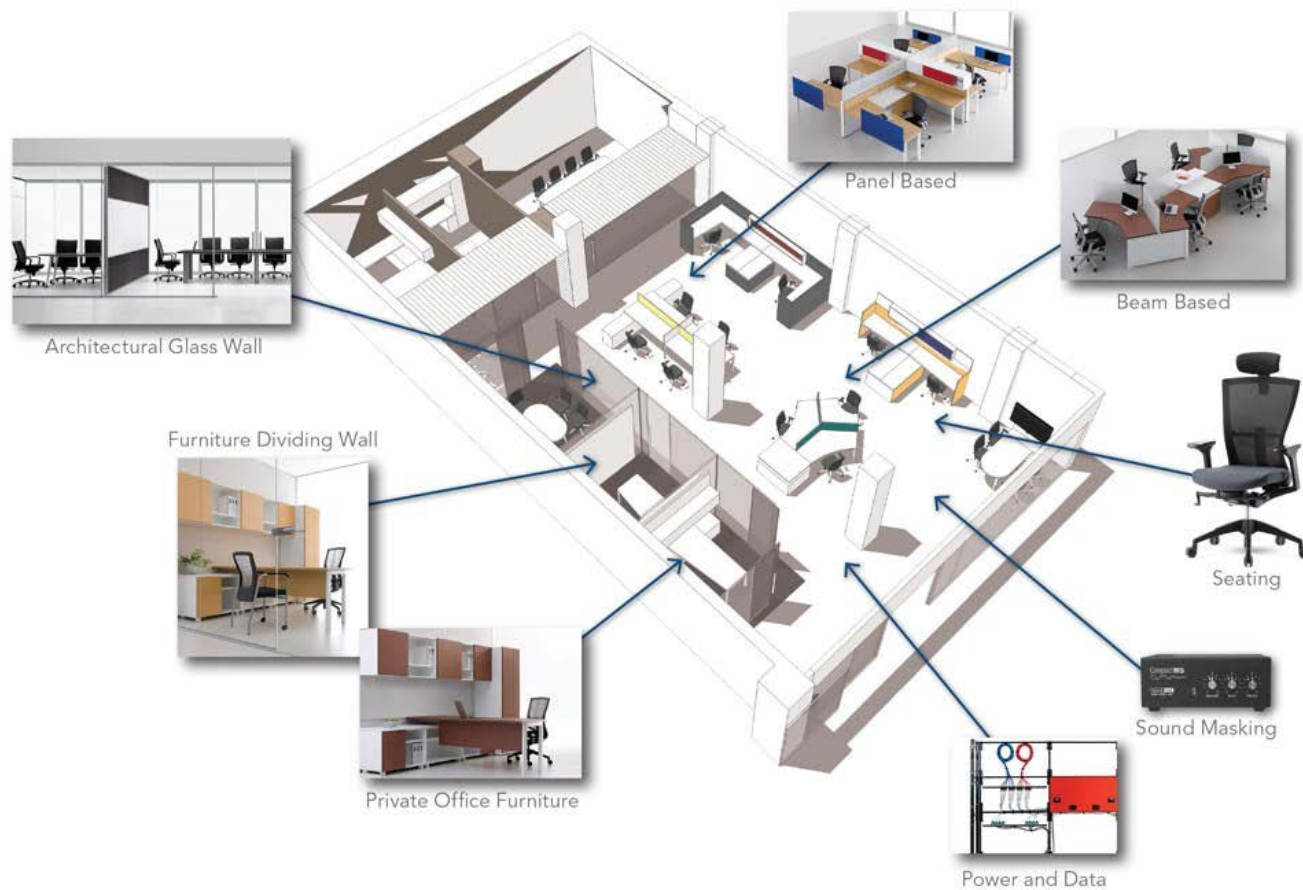
Supplemental Information & Documents (attach as applicable)
Most Current Billing OA(s): _____ Cost/Options Analysis Report: _____
RDA Compliance Memo: _____ FSH Risk Use Permit: _____



Requirements Development – Want versus Need

Want vs. Need

Building Tours





Building Tours – Agency Disapproval

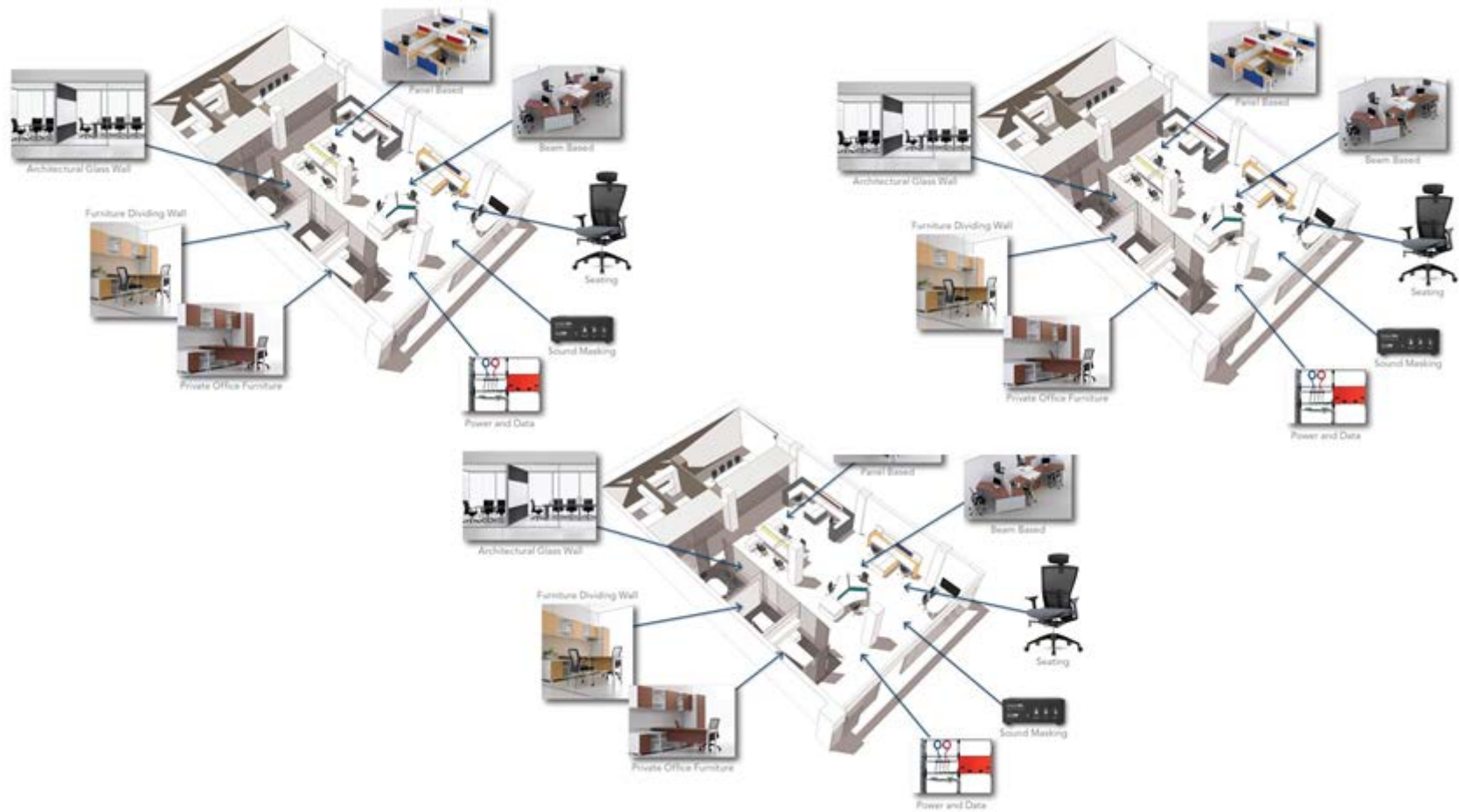
...IF THE AGENCY DOES NOT APPROVE THE LOWEST PRICED OFFEROR

- The LCO/AAAP Team can remove a building from consideration if:
 - the space is in conflict with a bona fide documented requirement
 - the building is not capable of meeting the lease requirements

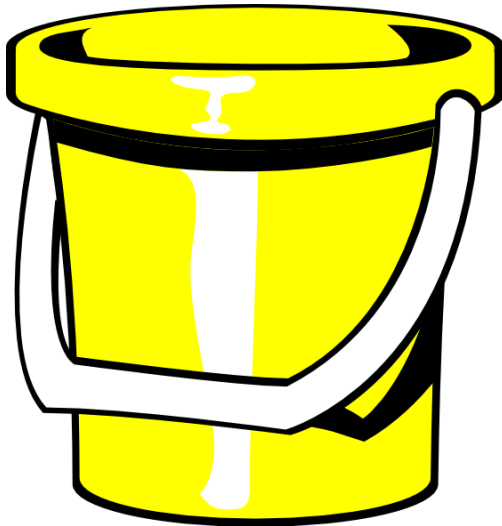


Single Building Tour vs. Multiple Building Tour

Building Tours – Multiple Locations



Requirements
Development



Building Tour and
Space Acceptance





MYTHBUSTERS



Addressing your budget concerns
through an evaluation that seeks
best value decisions...



New Replacing Lease Action

Existing Lessor Offer

New Offer



New Replacing Lease Action – Existing vs. New Offer

Existing Lessor Offer

Modified TI or Full TI

New Offer

Full TI



New Replacing Lease Action – New Offer additional costs



Existing Lessor Offer

Modified TI or Full TI

New Offer

Full TI

- + **Move Costs**
- + **Telecomm Costs**
- + **Replication Costs**



How does AAAP address my TIA needs?



•3.07 TENANT IMPROVEMENTS INCLUDED IN OFFER (AAP VARIATION (OCT 2017))

•The TI Allowance for the existing leased Space shall range between \$10.78 per ABOA SF and \$77.36 per ABOA SF. The TI Allowance for Space at other locations offered shall range between \$28.82 per ABOA SF and \$77.36 per ABOA SF. The exact TI Allowance will be specified in a project specific FBO advertisement. (TIs are the finishes and fixtures that typically take Space from the shell condition to a finished, usable condition.) The TI Allowance shall be used for the buildout of the Space in accordance with the Government approved design intent drawings. All TIs required by the Government for occupancy shall be performed by the successful Offeror as part of the rental consideration, and all improvements shall meet the quality standards and requirements of this RLP package and its attachments.

•The amortized Tenant Improvements rent shown to an Offeror in the AAP application is based on an estimated placeholder TI Allowance of \$28.82. However, for price evaluation purposes, the Government will use the TI Allowance(s) as stated in the project specific FBO advertisement. The Government shall have the right to utilize the full TI Allowance(s) stated in the FBO advertisement and it shall be made available at Lease execution.



Sample Language From Offer with T I Range of Incumbent Highlighted

- 3.07 TENANT IMPROVEMENTS INCLUDED IN OFFER (AAP VARIATION (OCT 2017))
- The TI Allowance for the existing leased Space shall range between **\$10.78 per ABOA SF and \$77.36 per ABOA SF**. The TI Allowance for Space at other locations offered shall range between \$28.82 per ABOA SF and \$77.36 per ABOA SF. The exact TI Allowance will be specified in a project specific FBO advertisement. (TIs are the finishes and fixtures that typically take Space from the shell condition to a finished, usable condition.) The TI Allowance shall be used for the buildout of the Space in accordance with the Government approved design intent drawings. All TIs required by the Government for occupancy shall be performed by the successful Offeror as part of the rental consideration, and all improvements shall meet the quality standards and requirements of this RLP package and its attachments.
- The amortized Tenant Improvements rent shown to an Offeror in the AAP application is based on an estimated placeholder TI Allowance of \$28.82. However, for price evaluation purposes, the Government will use the TI Allowance(s) as stated in the project specific FBO advertisement. The Government shall have the right to utilize the full TI Allowance(s) stated in the FBO advertisement and it shall be made available at Lease execution.



Sample Language From Offer with T I Range of New Offeror Highlighted

- 3.07 TENANT IMPROVEMENTS INCLUDED IN OFFER (AAP VARIATION (OCT 2017))
- The TI Allowance for the existing leased Space shall range between \$10.78 per ABOA SF and \$77.36 per ABOA SF. **The TI Allowance for Space at other locations offered shall range between \$28.82 per ABOA SF and \$77.36 per ABOA SF.** The exact TI Allowance will be specified in a project specific FBO advertisement. (TIs are the finishes and fixtures that typically take Space from the shell condition to a finished, usable condition.) The TI Allowance shall be used for the buildout of the Space in accordance with the Government approved design intent drawings. All TIs required by the Government for occupancy shall be performed by the successful Offeror as part of the rental consideration, and all improvements shall meet the quality standards and requirements of this RLP package and its attachments.
- The amortized Tenant Improvements rent shown to an Offeror in the AAP application is based on an estimated placeholder TI Allowance of \$28.82. However, for price evaluation purposes, the Government will use the TI Allowance(s) as stated in the project specific FBO advertisement. The Government shall have the right to utilize the full TI Allowance(s) stated in the FBO advertisement and it shall be made available at Lease execution.



		Existing Lessor	New Offer
Offer generated by AAAP	PLACEHOLDER (R4)	\$28.82	\$28.82
TI Rates in Advertisement	ACTUAL	\$10.78	\$44.05
Offer Evaluation	ACTUAL	\$10.78	\$44.05
Lease	ACTUAL	\$10.78	\$44.05



Table of Ranges of Tenant Improvement (TI) Allowance – New Offers

		Existing Lessor	New Offer
Offer generated by AAAP	PLACEHOLDER (R4)	\$28.82	\$28.82
TI Rates in Advertisement	ACTUAL	\$10.78	\$44.05
Offer Evaluation	ACTUAL	\$10.78	\$44.05
Lease	ACTUAL	\$10.78	\$44.05



What about schedule and budget?

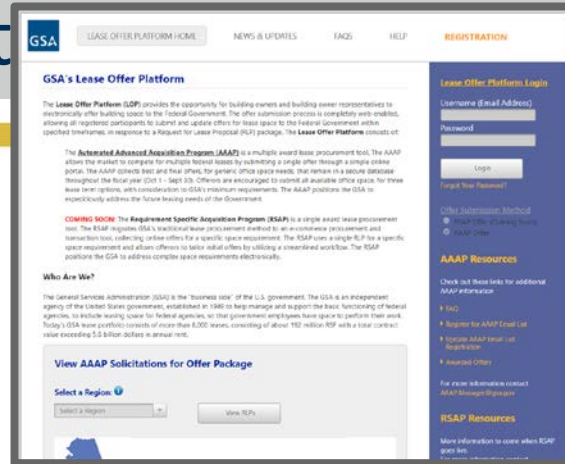


What about schedule and budget? – 1 RLP returns multiple offers



What about schedule and budget?

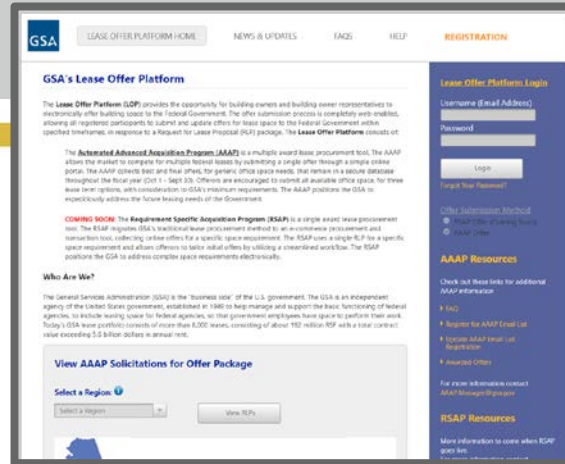
What about schedule and budget? Online App connect GSA



What about schedule and budget?

What about schedule and budget?

Streamlined



What about schedule and budget?

BUILDING

PARKING

PROPERTY
OWNER

REPS
& CERTS

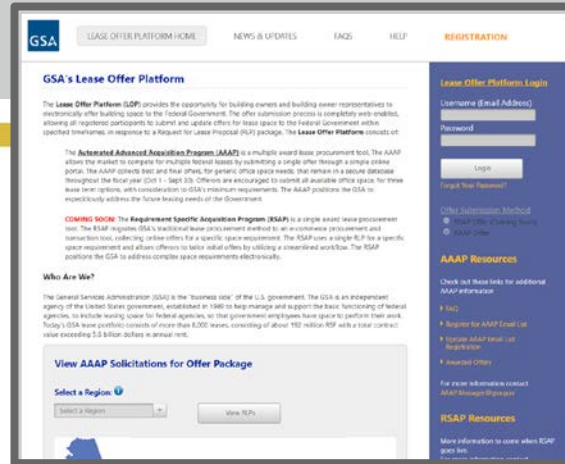
OPERATING
COST

SPACE
& RATES

ATTACHMENTS

What about schedule and budget?

Streamlined



What about schedule and budget?






What about schedule and budget? Triple A-P delivers projects with rents below market averages



What about schedule and budget?

AAAP Awards



[LEASE OFFER PLATFORM HOME](#)

[NEWS & UPDATES](#)

[FAQS](#)

[HELP](#)

[REGISTRATION](#)

GSA's Automated Advanced Acquisition Program

Awarded Offers

BUILDING NAME	BUILDING ADDRESS	REGION	NEW GSA LEASE#	CONTRACT DOLLAR AMOUNT	CONTRACT AWARD DATE	AWARDED ANSI/BOMA OASF	LEASE TERM	OWNER NAME
US Small Business Administration	6501 Sylvan Road Citrus Heights CA - 95610	Region 9	Ica00269	\$22,798,244.00	10/16/2017	75,019.00	10 years	Box 509 RFD, LLC
Parkview Tower	1150 1st Avenue King of Prussia PA - 19406	Region 3	GS-03P-LPA00223	\$835,154.50	10/12/2017	2,704.00	10 years,5 firm	Parkview Tower Associates L.P.
Moda Tower	601 Southwest 2nd Avenue Portland OR - 97204	Region 10	GS-10P-LOR00069	\$7,146,287.23	10/11/2017	9,243.00	15 years,10 firm	Morrison Street CF LLC
Merchants Walk One	11850 Merchants Walk Newport News VA - 23606	Region 3	GS-03P-LVA00199	\$2,498,625.26	10/6/2017	7,614.00	15 years,10 firm	Point Hope, LLC
Social Security Administration	406 South Texas Eagle Pass TX - 78852	Region 7	GS-07P-LTX00263	\$2,801,112.20	9/29/2017	7,628.00	10 years,5 firm	Wavellite, LLC
Brookhollow Riverside	2505 North State Highway 360 Service Road East Grand Prairie	Region 7	GS-07P-LTX00280	\$881,279.45	9/29/2017	3,370.00	10 years,5 firm	Down By The Riverside



Questions?

AAAP.Manager@gsa.gov

Thank you for joining us today for a discussion
on Automated Advanced Acquisition Program



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ClientEnrichmentSeries@gsa.gov